

## Message Text

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ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W

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R 130730Z JAN 76

FM AMEMBASSY SANA

TO SECSTATE WASHDC 7110

C O N F I D E N T I A L SANA 0110

EO 11652: GDS

TAGD: BEXP, YE

SUBJECT: BUSINESS OPPORTUNITY IN YEMEN

SUMMARY: DEP PRIME MINISTER YAHYA JEGHMAN SAID ON 12 JANUARY THAT HE HAD SECURED AGREEMENT OF PRESIDENT HAMDI TO SEEK A SINGLE CONTRACTOR TO CONSOLIDATE AND, EVENTUALLY, EXPAND EXISTING COMMUNICATIONS WITHIN YEMEN. HE THOUGHT ROLE COULD BE EXPANDED TO INCLUDE EXTERNAL COMMUNICATIONS OF YEMEN, WHICH NOW RUN BY UK COMPANY, CABLE AND WIRELESS. JEGHMAN REQUESTED EMBASSY TO CONTRACT AMERICAN COMPANY GTE, WHICH HE SAID HAS SHOWN PRIOR INTEREST IN THIS MATTER.

1. JEGHMAN TOLD DCM TODAY THAT UNDEPENDABILITY AND SLOW GROWTH OF TELECOMMUNICATIONS FACILITIES IN YAR HAD LED HIM TO APPROACH PRESIDENT TWO WEEKS AGO ABOUT NEW APPROACH. MINCOMMO HAD PREVIOUSLY BEEN FORCED BY GOVERNMENT DECISION TO TURN OVER RESPONSIBILITY FOR EXTERNAL COMMUNICATIONS FOR FOREIGN COMPANY, CABLE AND WIRELESS OF GREAT BRITAIN. HE WANTED TO SEE PRIVATE FIRM---"FROM US", HE SAID---CONSOLIDATE AND EXPAND DOMESTIC COMMUNICATIONS: TELEPHONE SYSTEMS WITHIN AND BETWEEN CITIES, TELEGRAPH, MICROWAVE LINK TO ADEN, AND PERHAPS TV REPEATER STATIONS. PRESIDENT HAD AGREED.

2. JEGHMAN SAID ALSO THAT YARG WAS HAVING "PROBLEMS" WITH CABLE AND WIRELESS. GOVERNMENT SOUGHT THEM TO EXPAND THEIR FACILITIES HERE TO INCLUDE GROUND STATION FOR

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SATELLITE RELAY, BUT CABLE AND WIRELESS SEEKING GOVERNMENT

GUARANTEE, MONOPOLY UNTIL 1990, AND WILL NOT AGREE TO PERMANENT (ONLY TEMPORARY) GROUND STATION. THUS, US COMPANY WHICH SEEKS DOMESTIC CONTRACT COULD DESIGN, BID ON OVERALL MANAGER'S ROLE FOR BOTH INTERNAL AND EXTERNAL COMMUNICATIONS OF YAR.

3. JEGHMAN SAID HE HAD DISCUSSED THIS PROSPECT WITH GTE OFFICE IN WASHINGTON DURING HIS LAST TRIP (OCTOBER 1973) AND THOUGHT THEY SHOULD CONSIDER SENDING REPS TO YEMEN TO SURVEY SITUATION AND BEGIN DESIGN PROPOSAL.

COMMENT: MATTER IS NEBULOUS, BUT COULD BE GREEN LIGHT HAS BEEN GIVEN ON UNUSUAL AND POTENTIALLY LUCRATIVE CONTRACT IN WHICH US COMPANY COULD HAVE INSIDE TRACK. REQUEST EARLIEST CONTACT WITH GTE REPS WASHINGTON AND REPLY THROUGH THIS CHANNEL.  
SCOTES

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